MARYLAND & CANADA
Partners in security & prosperity

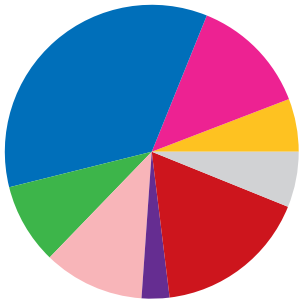
Global EIM leader in Gaithersburg

OpenText delivers cloud-based information management and AI advanced technologies to power smart businesses, helping to ensure data and knowledge is accurate, accessible, and secure to drive organizations forward. OpenText— Canada's largest software company and one of the most successful software and services companies in the world — employs nearly 25,000 employees globally, including over 7,000 employees in the U.S. and 300 Marylanders in or around Gaithersburg. Gaithersburg is the hub for the OpenText U.S. Public Sector Group, as well as their cloud services hub, who help manage 125,000 customers worldwide, including 98 of the top 100 global companies, along with 1 million connected trading partners and 11 million public cloud users.

165 Canadian-owned companies employ 9,500 workers in Maryland

Canada is the #1 export market for most states, including Maryland

Maryland
exports $2.2 billion
in goods to Canada annually



Goods exports by industry
- Agriculture (6%)
- Chemicals (13%)
- Equipment & machinery (35%)
- Forest products (9%)
- Minerals & metals (11%)
- Plastics & rubbers (3%)
- Transportation (17%)
- Other (6%)

Maryland exports $1.3 billion in services to Canada, including

Business services	$425 million
Travel (including for education)	$383 million
Charges for the use of intellectual property	$318 million
Financial services	$86 million
Insurance services	$41 million

Top Maryland goods exports to Canada

Tractors	$221 million
Books & printed material	$104 million
Agricultural machinery	$83 million
Aluminum & aluminum articles	$69 million
Optical, medical & precision instruments	$67 million
Hoists, derricks & lifting equipment	$61 million
Pharmaceutical products	$60 million
Plastics & plastic articles	$55 million
Paper & paperboard	$53 million
Furniture & bedding	$51 million

Ribbon cutting ceremony for the new IKO facility in Hagerstown. Photo: Mike Lewis, Herald-Mail

IKO expands in Western Maryland

IKO, a Toronto-based global roofing and building materials manufacturer, held the grand opening of its new, state-of-the-art production facility in Hagerstown in May 2022. The 500,000-square-foot facility is a combination manufacturing site and warehouse and is the company's first Thermoplastic Polyolefin (TPO) manufacturing facility anywhere in North America, and its first new facility in the northeastern United States since IKO expanded to the U.S. in 1981. (IKO is also active in Texas, Washington, Illinois and Alabama.) IKO cited Maryland's strategic location and proven workforce in the decision.

Canada invests in Maryland

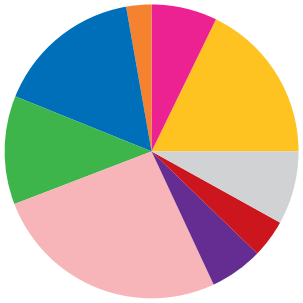
Exports to Canada support 17,200 employees in Maryland in addition to the 9,500 employees at Canadian-owned businesses across the state. Maryland exports $3.5 billion in goods and services to Canada.

Canadian-owned companies, including **Sunrise Senior Living**, **Carrols Corporation**, **American Hotel Income Properties** and **Airboss of America**, are major contributors to Maryland's economy. They employ residents in every sector and contribute to the local economy by paying salaries and local taxes and purchasing goods and services in their supply chain.

Maryland

imports $2.8 billion

in goods from Canada annually



Goods imports by industry

- Agriculture (18%)
- Chemicals (7%)
- Energy (3%)
- Equipment & machinery (16%)
- Forest products (12%)
- Minerals & metals (26%)
- Plastics & rubbers (6%)
- Transportation (4%)
- Other (8%)

Top Maryland goods imports from Canada

Aluminum & aluminum articles	$445 million
Pasta, breads & cereal preparations	$123 million
Softwood lumber	$117 million
Wood & semi-finished wood products	$114 million
Nickel & nickel articles	$106 million
Plastics & plastic articles	$105 million
Furniture & bedding	$103 million
Heating, cooling & refrigeration equipment	$99 million
Petroleum coke & bitumen	$80 million
Vegetables	$74 million

May 2026

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2025 data. ***U.S. Census Bureau****: goods trade, Canada's export ranking (2/2026 release).* ***Trade Partnership Worldwide****: 2024 services exports (2/2026 release).* ***Dun & Bradstreet****: Canadian-owned businesses operating in the U.S. (2/2026 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.*

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